



Annual Report ★ Fiscal Year 2010

MONTGOMERY COUNTY'S

Local Small Business Reserve Program

DEPARTMENT OF GENERAL SERVICES
OFFICE OF BUSINESS RELATIONS & COMPLIANCE

MONTGOMERY COUNTY'S LOCAL SMALL BUSINESS RESERVE PROGRAM





MONTGOMERY COUNTY'S LOCAL SMALL BUSINESS RESERVE PROGRAM

Table of Contents

Executive Summary	5
County Policy	9
LSBRP Facebook Page	12
Innovations	13
LSBRP Reserved and Awarded Contracts	15
Next Steps	17
FY08–FY10 Comparative Program Measurements	18
Eligible Contracts Awarded to LSBRP and non-LSBRP Vendors	18
Number of LSBRP Solicitations Awarded, FY08–FY10	18
Reserved and Non-reserved Payments to LSBRP Vendors, FY08–FY10	19
Exempt Contract Expenditures, FY08–FY10	19
LSBRP Department Goals and Dollars, FY10	20
Departmental Compliance with LSBRP Requirements, FY08–FY10	20
Program Results	21
County Contracts Awarded to LSBRP Vendors	21
Newly Registered with the LSBRP, FY08–FY10	22
LSBRP Eligible Contract Expenditures, FY08–FY10	23
Purchase Orders with Registered LSBRP Businesses, FY08–FY10	24
Characteristics of Reserved Awards to LSBRP Vendors, FY08–FY10	25
Departmental Compliance with LSBRP Requirements, FY08–FY10	26

MONTGOMERY COUNTY'S LOCAL SMALL BUSINESS RESERVE PROGRAM



"I really appreciate your great efforts to provide IT opportunities for local businesses."

-- Danny Lee, President
Connect International, Inc.
via email

"I am glad Montgomery [County] is taking more initiative to promote businesses in the county."

-- Nagender Rao Madavaram,
Chairman
National Council of Asian
Indian Associations, Inc.
via email

"Finally, someone has implemented our recommendations from the LSBRP survey and comments! Whoever is in charge, please continue implementing state-of-the-art ideals."

-- Jonathan B. Walker, Sr., P.E.
Applied Wireless Local Area
Network, Inc.
via email



MONTGOMERY COUNTY'S LOCAL SMALL BUSINESS RESERVE PROGRAM

Executive Summary

The FY10 Local Small Business Reserve Program (LSBRP) annual report is produced during a period of three years of budget deficits and reductions in all areas of County spending. The entire economy is overwhelmed by a national financial crisis; local businesses are struggling to balance near-term needs to survive with the long-term goal to expand and sustain their successes. The need for government to develop effective public policy has never been greater. The vitality of the local business environment will be determined by innovative entrepreneurship and the commitment of local governments to a less restrictive business environment that supports growth and job creation.

Montgomery County fostered a business climate that supported its small businesses in FY10. The value of multi-year contracts awarded to and direct payments made to small businesses exceeded \$58.3 million. More than \$12 million of that total was actually paid to and received by County small businesses in FY10, a financial infusion that contributed to their stability.



In FY10, businesses newly registered in the LSBRP reached the highest number since the program's inception.

In July 2008, the County Executive's reorganization of the Montgomery County government included a newly created Department of General Services to administer the County's business practices. Additionally, within the Department of General Services, the Office of Business Relations and Compliance (OBRC) was implemented to manage the County's business programs.

Number of Newly Registered Businesses with LSBRP, FY08-FY10

	FY08	FY09	FY10
Number of Businesses	333	387	460

Source: CVRS

MONTGOMERY COUNTY'S LOCAL SMALL BUSINESS RESERVE PROGRAM



In December 2008, the County Executive and Council announced an economic stimulus plan to sustain and strengthen the Montgomery County small businesses. The plan was followed by the passage of several bills and executive regulations to implement the plan. In April 2009, Local Small Business Reserve Program (LSBRP) Bill 3-09 was enacted requiring County departments to purchase 20% of goods and services from local small businesses. Realizing that small businesses are the County's jobs-creating engine, Montgomery County Executive Regulation 2-09 was implemented expanding the eligibility of local businesses to qualify by increasing the annual earning threshold and employee complement.

On March 16, 2010 the Montgomery County Council enacted Bill 45-09, Contracts and Procurement Amendments. This new measure revised the county's procurement regulations and made it easier for local businesses to contract with the County. The threshold for informal solicitations was increased to \$100,000 and many barriers that small businesses confronted in the past were reduced or eliminated.

The new legislation was the result of continued cooperation between a responsive government and a proactive business community; evidence that forging collaborative partnerships ensures local economic growth.

The economic downturn has resulted in adjustment by the County to ensure a larger role for small businesses.

The economic slowdown mandated a re-evaluation of current business processes. In addition to the new legislation and process changes, performance measures also improved:

- Targeted recruiting of businesses yielded 460 new business registrations, the highest number since the program's inception
- Payments to small businesses exceeded \$1 million for the second consecutive year

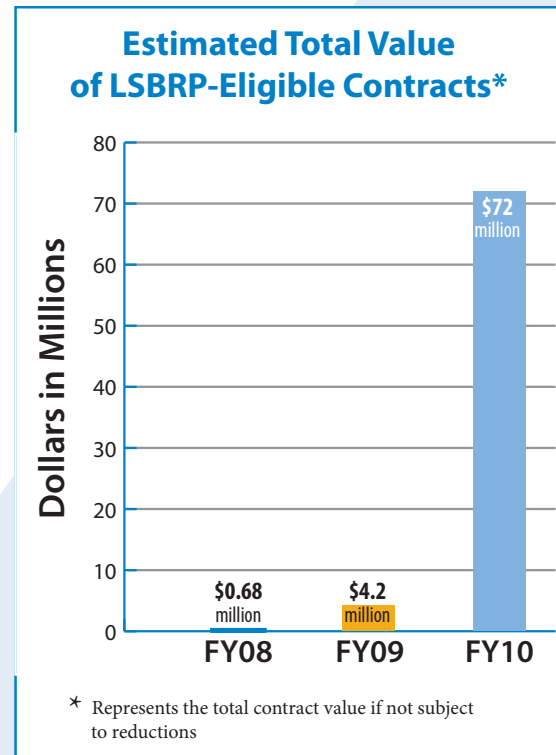
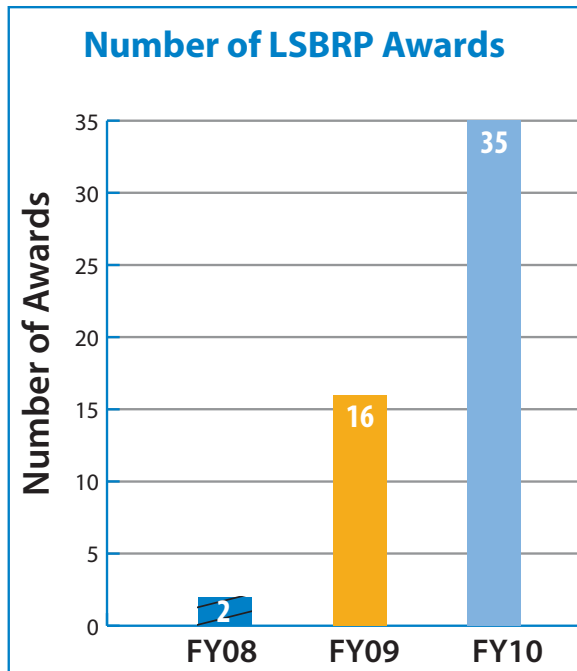


"As a business owner, it's refreshing to know that we have an advocate within the County. I will certainly use my resources to enlighten other small businesses about the LSBRP."

-- Michelle A. Bell, PHR
1st Choice Government Solutions
via Facebook



MONTGOMERY COUNTY'S LOCAL SMALL BUSINESS RESERVE PROGRAM



- The value of multi-year contracts awarded to and direct payments made to small businesses surpassed \$58.3 million in FY10.
- More than \$72 million contracts were reserved for LSBRP vendors
- LSBRP reserved solicitations increased 100% in FY10.

Innovative practices reduced the negative impact of the economic downturn.

- The LSBRP registration was moved to the Central Vendor Registration System (CVRS), resulting in increased registrations

MONTGOMERY COUNTY'S LOCAL SMALL BUSINESS RESERVE PROGRAM



- Unbundling of larger contracts, into smaller contracts, expanded LSBRP competitive opportunities
- A \$174-million reduction in the category, “no local businesses deemed qualified to provide the goods or services” compared to FY 2008 results
- Contracts in excess of \$1 million were solicited and awarded to LSBRP vendors
- A 100% increase in the number of contracts awarded under the LSBRP from FY 2009
- A \$64 million total dollar increase in the value of contracts solicited
- Targeted outreach ensured qualified business were identified for competitive opportunities
- Workshops helped to prepare local businesses for future opportunities
- Weekly electronic bulletins prepared businesses for upcoming contracts
- Program measures were improved

“The LSBRP levels the playing field allowing small businesses like ours to successfully compete for contracts from Montgomery County agencies.”

-- Robyn and John Quinter
Quinter Design





MONTGOMERY COUNTY'S LOCAL SMALL BUSINESS RESERVE PROGRAM

County Policy

Growing deficits and declining revenue projections have generated innovative public policies to ensure that the Montgomery County maintains a viable and thriving small business community. Montgomery County is home to nearly 28,000 small businesses with 50 employees or less. As a result of the County's unprecedented, collaborative relationship with the business sector, several legislative and regulatory changes were quickly enacted. As early as 2008, the County Executive and Council announced an 11-Point Plan to maintain and stimulate the local business economy. Supporting small businesses by easing restrictions and removing artificial barriers were identified as major components to ensuring business vitality.

Montgomery County recognizes that small businesses are the job-creating engine of the economy. The combined efforts of the County Executive and Council have resulted in two consecutive years of landmark local legislation that is supportive of small business contracting.



Montgomery County Executive Isiah Leggett, at podium, joined County officials and business community representatives to announce an 11-Point Plan to maintain and stimulate the local business economy during tight economic conditions. Joining Leggett were (left to right) Ginanne Italiano, president of the Greater Bethesda-Chevy Chase Chamber of Commerce; County Councilmember Roger Berliner; Nancy Floreen, County Council President; and County Councilmember George Leventhal.

MONTGOMERY COUNTY'S LOCAL SMALL BUSINESS RESERVE PROGRAM



With support from business leaders and the County Council, Montgomery County Executive Isiah Leggett announced a critical \$2-million infusion into the County's Small Business Revolving Loan Fund (SBRLF). The infusion brings the SBRLF balance to over \$2.4 million for FY11. Joining Leggett were (left to right), Carmen Larsen, vice president of the Hispanic Chamber of Commerce, Montgomery County; Ginanne Italiano, president of the Greater Bethesda-Chevy Chase Chamber of Commerce; Steve Silverman Director of Department of Economic Development; Ali Ghaed, President and CEO of XFI; Leggett; Roger Berliner, County Councilmember and Nancy Floreen, County Council President.

Three significant funding and legislative action provided meaningful support to small businesses during FY10:

1. On March 10, 2010, a \$2-million infusion to the County's Small Business Revolving Loan Fund (SBRLF) increased the SBRLF balance to more than \$2.4 million for FY11. The additional funding provided direct assistance to the local small business community and local economy to protect and create jobs.
2. On March 16, 2010, Montgomery County Council enacted Bill 45-09, Contracts and Procurement Amendments. The amendments increased the thresholds for informal contracts

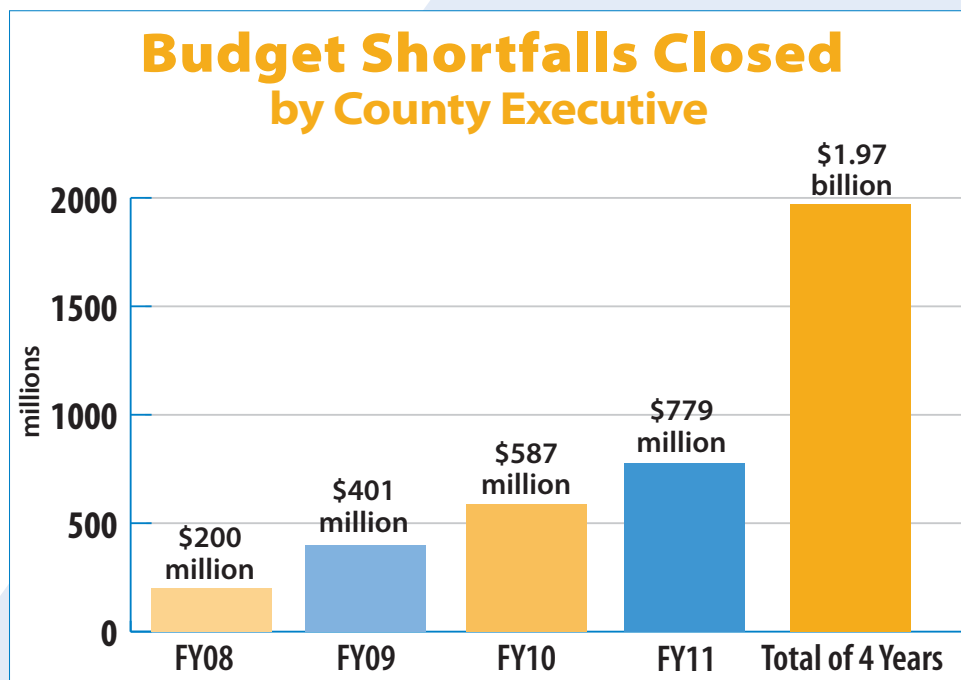


MONTGOMERY COUNTY'S LOCAL SMALL BUSINESS RESERVE PROGRAM

to \$100,000 and simplified the procurement procedures for small business. Departments now have the authority to make direct purchases up to \$10,000 with local vendors.

3. On March 23, 2010, the County Executive approved Executive Regulation 19-09AM, Revisions to Procurement Regulations, that resulted in regulatory changes to implement the provisions of Bill 45-09 and establish supporting regulations.

The largest challenge to the LSBRP in FY10 was the County's need to close an almost \$1-billion budget gap. Procurement freezes and savings plans were implemented, resulting in termination of many contracts for lack of funding or cancellation of programs. Many contracts simply were not executed as programs and requirements were cut after solicitations were issued but prior to final award.



12



MONTGOMERY COUNTY'S LOCAL SMALL BUSINESS RESERVE PROGRAM

Innovations

The current challenging climate has presented numerous opportunities to work closely and creatively with the business community. Following through on County Executive Leggett's commitment to support the local small business community, the Department of General Services' Office of Business Relations and Compliance (OBRC) and Office of Procurement worked closely with contract administrators in all county departments to focus attention on expanding opportunities to local



"We are aligned with nearly 400 procurement departments, and Montgomery County is the only one that mails these types of opportunities. Thank you for providing this service."

-- Brandon Scivolette
Elite Moving Labor
via Facebook

small businesses. Newly amended Procurement Regulations made it less cumbersome for small business to respond to informal solicitations which resulted in more and better bid responses. The unbundling of large contracts into small components and the solicitation of legacy contracts as LSBRP opportunities has resulted in an increase in contract awards, to local small businesses, with obvious benefit to the local economy.

A common problem in the past was identifying and reaching specific local small businesses that can respond to a County contracting need. In FY10, the OBRC employed a method of recruiting to ensure there is a pool of qualified businesses for upcoming competitive opportunities. Email notices providing the title of an upcoming solicitation and the type of work to be performed are now sent to Chambers of Commerce, other business and community organizations, and more than 1,000 area businesses. When solicitations are advertised on the Office of Procurement Website, a second email is sent advising the business community that responses are being accepted. After the solicitation is posted, OBRC conducts outreach to ensure a successful contracting opportunity.


Following earlier legislation to expand opportunity to the LSBRP community, OBRC reviews each draft solicitation submitted to

MONTGOMERY COUNTY'S LOCAL SMALL BUSINESS RESERVE PROGRAM



the Office of Procurement for possible advertisement as an LSBRP opportunity. Contracts valued less than \$10 million are immediately assumed to be LSBRP-exclusive unless submitting departments can justify otherwise. Prospective contracts valued more than \$10 million are reviewed to determine unbundling opportunities that result in contracts that fall under the LSBRP threshold. During FY09 more than \$4 million in contracting opportunities were reserved for the LSBRP. However, in FY10 this increased to \$72 million as a result of these new efforts.

Having trouble viewing this email? [View it in your browser](#)



Local Small Business Contracting Opportunities

Opportunity 1

Solicitation Number: 1003186 - Landscaping and Grounds Maintenance Services

Montgomery County Government through the Office of Procurement has issued an LSBRP solicitation for Landscaping and Grounds Maintenance. The closing date for this solicitation is **March 17, 2011, at 11:00 AM**.

The scope of summary is as follows:

- Leaf Removal
- Removal/Sweeping of Litter
- Removal of Grass Clippings
- Mulching
- Pruning/Trimming
- Edging
- Weeding
- Chemical Weed Control
- Empty Trash Receptacles
- Sweep Parking Lot
- Irrigation
- Aeration
- Fertilization
- Overseeding
- Exterior Drains Cleaning
- Mowing

Opportunity 2

Solicitation Number: 1004841 - Traffic Sign Posts

Montgomery County Government through the Office of Procurement has issued an LSBRP solicitation for Traffic Sign Posts. The closing date for this solicitation is **March 28, 2011, at 11:00 AM**.

The scope of summary is as follows:

Group I - "U" Posts as per specifications. MATERIAL - The posts furnished shall be fabricated from hot-rolled, rail carbon steel, or re-rolled rail steel or an equivalent steel, conforming to the mechanical requirements of ASTM Specification A-499-81, grade 60 (hot-rolled carbon steel base and shapes re-rolled from rail steel), and conform to the chemical requirements of ASTM Specification A-1-76 (carbon steel tee rails for rails having nominal weights of ninety-one (91) pounds or heavier per yard). See other specifications within solicitation document.

Group II - Square Posts per specifications. MATERIAL - The (posting) posts, anchors, sleeves, and extensions shall be fabricated from hot rolled carbon sheet steel, commercial quality, conforming to ASTM specification A-570, grade 50. See other specifications within solicitation document.

Kenneth Taylor, Jr.
Manager
Office of Business Relations and Compliance
Department of General Services
255 Rockville Pike, Suite 100
Rockville, Maryland 20850

"A particular benefit of the LSBRP is the regular email notices that you and your office send out about procurements that will either be issued through the Program or that have recently been issued. I am unaware of any other municipality that sends such timely notices to the local small business community. As a result of the emails that you send, our company has responded to several solicitations that we would have otherwise not been made aware of. For this, we are forever grateful."

-- Omar A. Karim, President
Banneker Ventures, LLC
via letter



MONTGOMERY COUNTY'S LOCAL SMALL BUSINESS RESERVE PROGRAM

LSBRP Reserved and Awarded Contracts

FY08 — Total: 2

1. Fire-Rescue Safety Traffic Vests
2. Provide and Install Audio Visual Equipment at the Germantown Incubator

FY09 — Total: 13

1. Transit Bus Enhanced Cleaning Service
2. Bottled Water
3. Grounds Maintenance Services for Park and Ride Lots
4. Car Wash Service
5. Web-Based Bid-Management System and Services
6. Executive Development and Coaching
7. Printing of Marketing/Events, Dining and Entertainment Guides
8. Female Facility Upgrade
9. Bar Code Labels
10. Printing of 3-Part Continuous-Feed Self-Mailers
11. Towing Services for Parking Enforcement
12. Parking Equipment Maintenance
13. Marketing Services for Transit Services

Reserved and awarded contracts to LSBRP vendors, such as towing services, nearly tripled from FY09 to FY10.

Source: Theseus





LSBRP Reserved and Awarded Contracts

FY10 — Total: 35

1. Court Reporting and Stenographic Reporting Services
2. Fire and Rescue Apparel Imprinting and Embroidery Services
3. Remove and Replace of Concrete Curbs, Gutters and Sidewalks in Business Districts Countywide
4. Transit Bus Repair Services
5. Residential Landscape and Solid Waste Removal Services for the Clean and Lien Program
6. Communication Services
7. Judicial Center Courtroom Mock-Ups
8. Snow Removal Services at County Facilities
9. IT Consulting and Technical Services for Enterprise Resource Planning (ERP) Projects
10. Blue Can Recycling Containers
11. Janitorial and Cleaning Supplies
12. Repair Facilities Management and Maintenance Consulting Services
13. Cargo Management Solutions for Police Vehicles
14. Utility Database Management Services
15. Architectural/Engineering Services for Master Planning of the Webb Tract Site
16. Automotive and Industrial Bearings, Cups and Seals
17. Recycling Bins and Container Lids for Businesses
18. Time and Material Fencing Services
19. Floodlight Tower Trailers
20. Rental of Construction Equipment
21. Time and Material Glass Installation and Repair Services
22. Architectural/Engineering Services for Design, Permitting and Construction Administration of Various County Facility Projects
23. Occupational Classification Studies
24. Bluegrass and Fescue Sod
25. Sand Removal Services at Public Parking Facilities
26. Stage for Downtown Silver Spring Jazz Festival
27. Fireworks Displays
28. Bus Stop Inventory and Monitoring Services
29. Basic Computer Training Courses
30. Office Relocation (Moving & Hauling) Services
31. Window-Cleaning for Areas I, II, and III
32. On-site Dialysis Services
33. On-site Inmates' Barber/Beautician Services
34. Pay-by-Cell-Phone Parking Service
35. Time and Material Masonry Services

Source: Theseus



MONTGOMERY COUNTY'S LOCAL SMALL BUSINESS RESERVE PROGRAM

Next Steps

During FY10 the total LSBRP solicitations and contracting opportunities with local businesses exceeded all periods during the program's five-year history. The total dollar value of FY10 solicitations exceeded the combined dollar value of all prior year solicitations.

The program experienced its best success yet, creating opportunities and solicitations for small businesses. However, many of the reserve solicitations did not result in contracts largely due to an inadequate number of responses or the lack of a competitive vendor pool. As a result, nearly 50% of the solicitations made available to local small businesses were canceled. The main reasons given that local businesses do not respond to many of the solicitations are:

1. The County often purchases items that are not normally supplied by small businesses, or
2. Many small businesses are not aware of how to conduct business in the County's procurement environment so they let the opportunity pass.

In the future, the County will do a better job of identifying businesses with the expertise to respond to its procurement needs. In order to increase the number of solicitations that result in contracts, the County must aggressively work closer with the local business community in order to reduce the number of canceled solicitations. To achieve success in matching vendors with contracting opportunities, OBRC will commit to working closer with the business community in order to prepare them for upcoming solicitations. Some of the new strategies will include:

1. Quarterly business workshops that identify upcoming solicitation opportunities
2. Expand the current LSBRP solicitation email distribution system to include regular solicitations
3. Conduct regularly scheduled forums to inform small businesses how to transact business with Montgomery County, to be coordinated by OBRC with the assistance of the Departments of General Services and Economic Development, the Office of Procurement and other County agencies
4. Locate electronic business bulletin boards where LSBRP solicitations can be posted
5. Increase the number of businesses that receives solicitation e-mails
6. Request business organizations to include LSBRP solicitations in their newsletters
7. Seek local business databases to share LSBRP solicitations
8. Establish contracting roundtable featuring departmental contracting managers as presenters
9. Survey LSBRP businesses semi-annually to evaluate the program and determine additional methods to involve small businesses



MONTGOMERY COUNTY'S LOCAL SMALL BUSINESS RESERVE PROGRAM

FY08–FY10 Comparative Program Measures

	FY 08	FY 09	FY10
Has the County met the Local Small Business Reserve Program (LSBRP) requirement?	Yes	Yes	No*
Percentage of County agencies' available procurement dollars awarded to local small businesses	14.25%	16.6%	14.8%
Number of procurement transactions awarded to local small businesses	404	295	334
Value of procurement dollars awarded to local small businesses	\$11,821,022	\$6,675,202	\$12,671,443
Value of all contracts awarded to local small businesses			\$58,300,000

* Procurement freezes and savings plans resulted in the cancellation, termination and liquidation of several LSBRP contracts..

Source: DTS

Eligible Contracts Awarded to LSBRP and non-LSBRP Vendors

Recipient	FY08		FY09		FY10	
	\$ in millions	Percentage	\$ in millions	Percentage	\$ in millions	Percentage
Non-LSBRP Vendors	\$68.3	85.75%	\$33.5	83.33%	\$72.6	85.11%
LSBRP Vendors	\$11.8	14.25%	\$6.7	16.6%	\$12.7	14.8%
Total	\$80.1	100%	\$40.2	100%	\$85.3	100%

Source: Theseus

Number of LSBRP Solicitations Awarded, FY08–FY10

	FY08	FY09	FY10
Number of FORMAL Solicitations Awarded	3	16	35
Number of INFORMAL Solicitations Awarded	6	4	13
Total	9	20	48

Source: Theseus

MONTGOMERY COUNTY'S LOCAL SMALL BUSINESS RESERVE PROGRAM



FY08–FY10 Comparative Program Measures

Reserved and Non-reserved Payments to LSBRP Vendors, FY08–FY10

	FY08	FY09	FY10
Number of Vendors	89	61	95
Maximum Amount Received by a Single Vendor	\$2.116 million	\$1.979 million	\$2.23 million
Minimum Amount Received by a Single Vendor	\$325	\$177	\$379
Average Amount Received	\$132,820	\$109,450	\$200,928
Median Amount Received	\$50,000	\$62,996	\$30,000

Exempt Contract Expenditures, FY08–FY10

	FY08		FY09		FY10	
Exemption Category	\$ in millions	Percent	\$ in millions	Percent	\$ in millions	Percent
Pre-existing contract	\$381.2	42.1%	\$224.6	23.40%	\$493.6	57.81%
No local small business deemed*	\$285.5	31.6%	\$222.4	23.17%	\$111.2	13.02%
Non-competitive contract	\$131.7	14.6%	\$104.8	10.92%	\$100.5	11.77%
Public emergency procurement	\$32.4	3.6%	\$75.6	7.87%	\$45.7	5.35%
Conflicts with law or a grant	\$46.3	5.1%	\$48.0	5.00%	\$25.2	2.95%
Chief Administrative Officer waiver	\$2.1	0.2%	\$1.5	0.15%	\$3.9	0.46%
Procurements exceeds \$10 million	\$25.5	2.8%	\$242.7	25.29%	\$73.8	8.64%
Total	\$904.8	100%	\$919.5	100%	\$853.9	100%

* The category declined by \$174.3 million from FY08.

Source: DTS



MONTGOMERY COUNTY'S LOCAL SMALL BUSINESS RESERVE PROGRAM

FY08–FY10 Comparative Program Measures

LSBRP Department Goals and Dollars, FY10

AGENCY	LSBRP	DOLLAR AMOUNT
Office of The County Executive	100%	\$73,498
Circuit Court	100%	\$30,129
Department of Fire/Rescue Services	100%	\$96,921
Department of Economic Development	100%	\$21,043
Department of Finance	100%	\$590,178
Department of Permitting Services	100%	\$8,120
Office of the County Council	100%	\$69,800
Department of Environmental Protection	98.8%	\$1,677,979
Department of Housing & Community Affairs	82.2%	\$125,000
Office of Human Resources	70.9%	\$90,804
Department of General Services	55.4%	\$581,331
Department of Correction & Rehabilitation Services	37.1%	\$474,475
Department of Recreation	27%	\$1,167,500
Office of Public Information	26.3%	\$53,000
Office of Management & Budget	23.8%	\$11,088
Department of Police	22.5%	\$574,931
Department of Transportation	12.8%	\$6,456,148
Office of the County Sheriff	7.3%	\$100,000
Department of Liquor Control	5.1%	\$112,000
Regional Services Centers	3%	\$16,500
Department of Health & Human Services	1.9%	\$340,998
Department of Public Libraries	0%	\$0.00
Office of Public Information	0.0%	\$0

Departmental Compliance with LSBRP Requirements, FY08–FY10

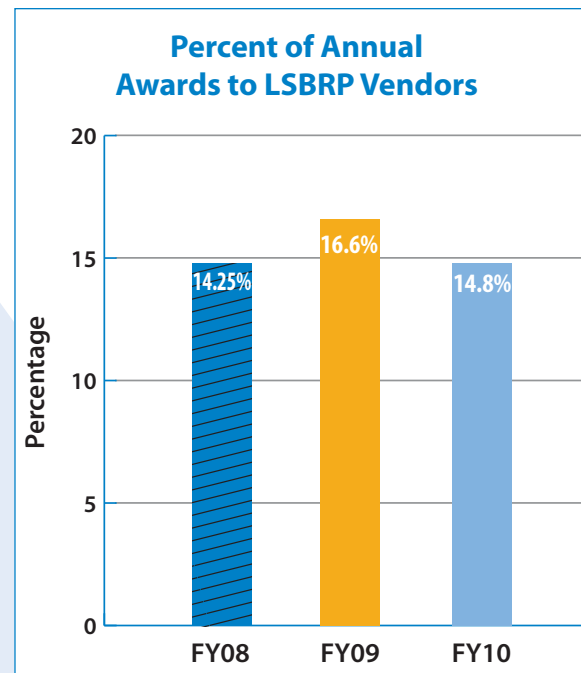
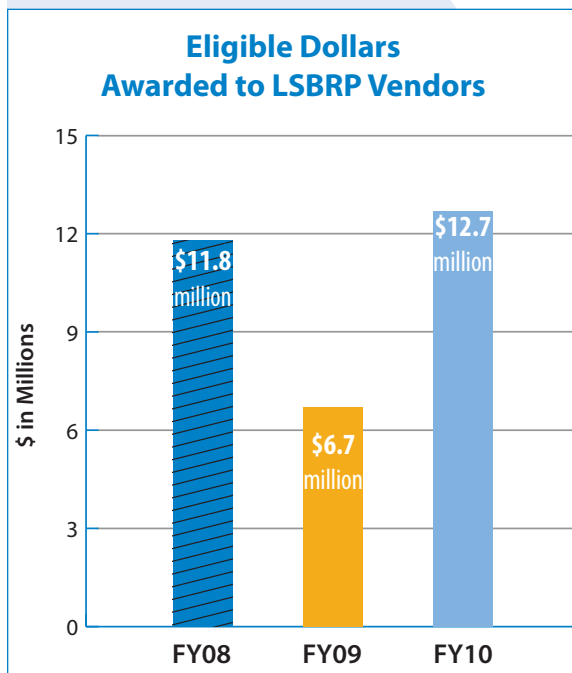
	FY08	FY09	FY10
Departments meeting requirement	16	19	16
Departments not meeting requirement	6	4	6
Total departments with eligible procurements	22	23	22

Source: DTS



FY08–FY10 Comparative Program Measures

County Contracts Awarded to LSBRP Vendors



Value of County Contracts

	FY08		FY09		FY10	
	\$ in millions	Percent	\$ in millions	Percent	\$ in millions	Percent
Portion Awarded to LSBRP Vendors	\$11.8	14.25%	\$6.7	16.6%	\$12.7	14.8%



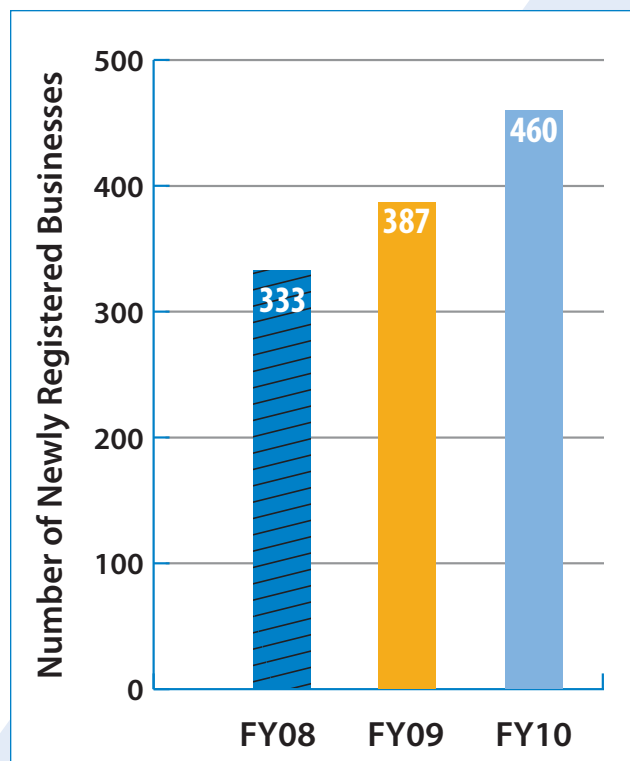
Note: FY08 figures are based upon data reported prior to the LSBRP's transfer to the Department of General Services and have not been verified.



MONTGOMERY COUNTY'S LOCAL SMALL BUSINESS RESERVE PROGRAM

FY08–FY10 Comparative Program Measures

Newly Registered with the LSBRP, FY08–FY10



Number of Businesses That Newly Registered with the LSBRP, FY08-FY10

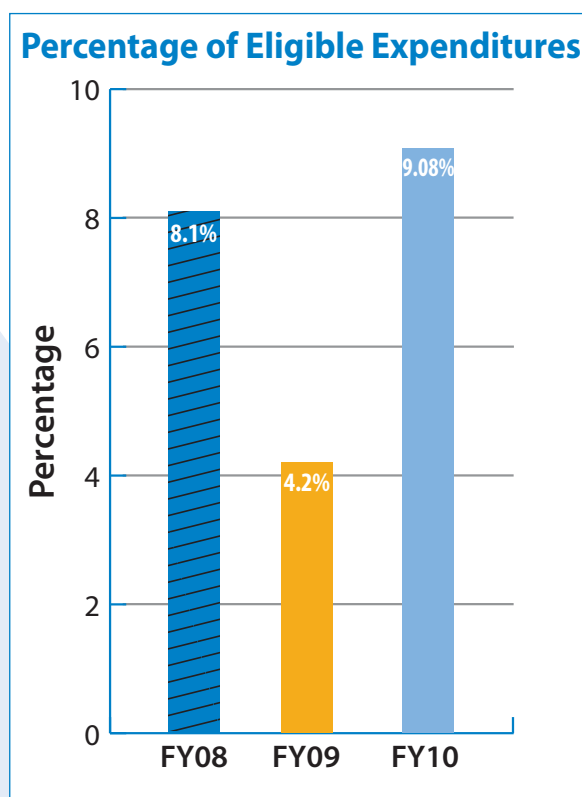
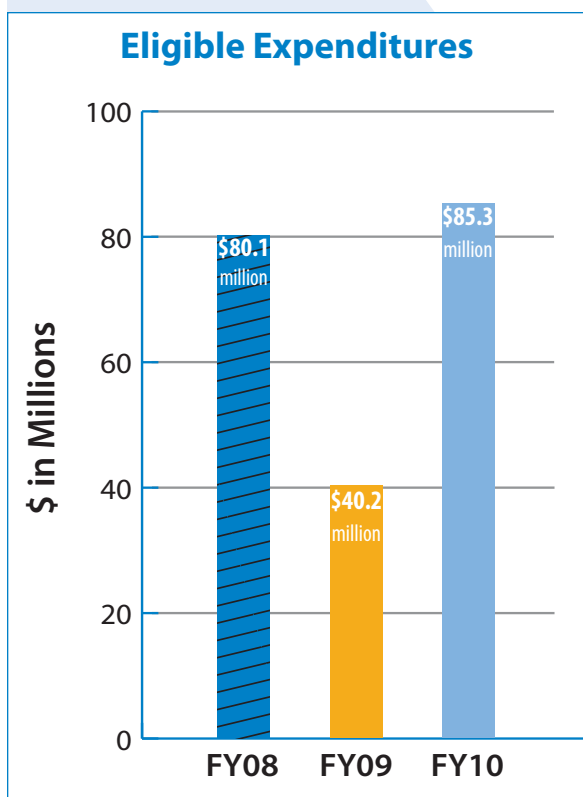
	FY08	FY09	FY10
Number of Businesses	333	387	460



MONTGOMERY COUNTY'S LOCAL SMALL BUSINESS RESERVE PROGRAM

FY08–FY10 Comparative Program Measures

LSBRP Eligible Contract Expenditures, FY08–FY10



LSBRP Eligible Contract Expenditures

Expenditure Type	FY08		FY09		FY10	
	\$ in millions	Percentage	\$ in millions	Percentage	\$ in millions	Percentage
Eligible	\$80.1	8.1%	\$40.2	4.2 %	\$85.3	9.08%

Source: ADPICS

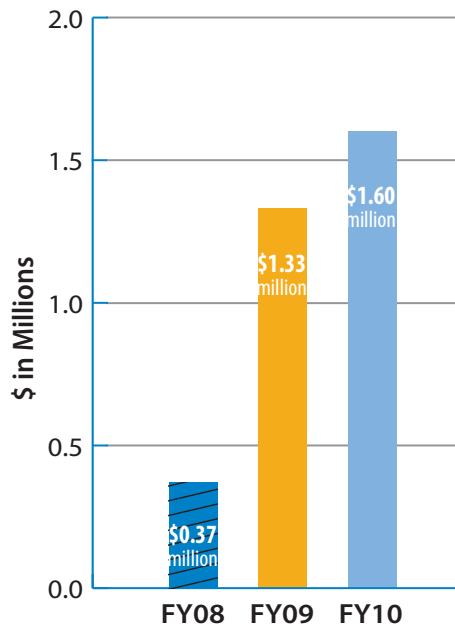


MONTGOMERY COUNTY'S LOCAL SMALL BUSINESS RESERVE PROGRAM

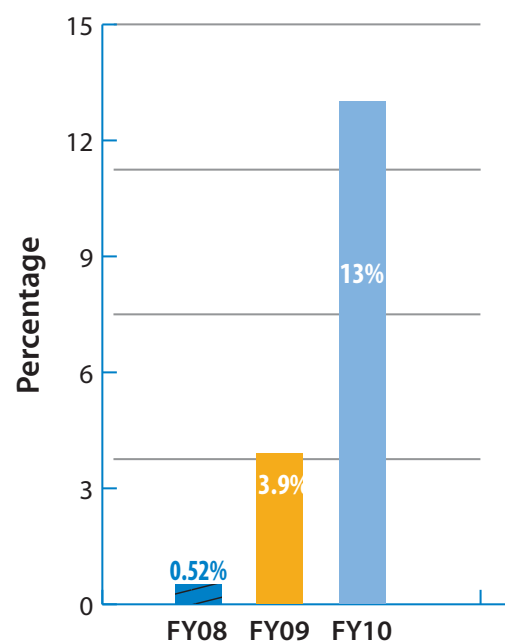
FY08–FY10 Comparative Program Measures

Purchase Orders with Registered LSBRP Businesses, FY08–FY10

Dollar Value of Procurements Awarded



Percentage of Procurements Awarded



Purchase Orders with Registered LSBRP Businesses

	FY08		FY09		FY10	
	\$ in millions	Percentage	\$ in millions	Percentage	\$ in millions	Percentage
Reserved	\$0.37	0.52%	\$1.33	5.9%	\$1.60	13%

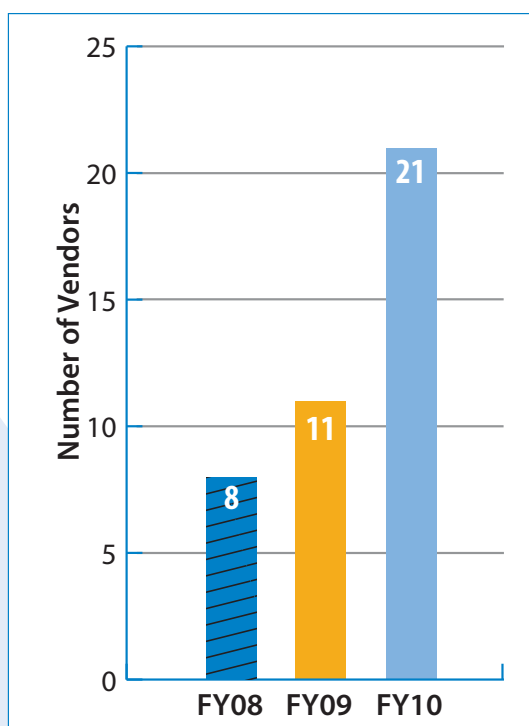
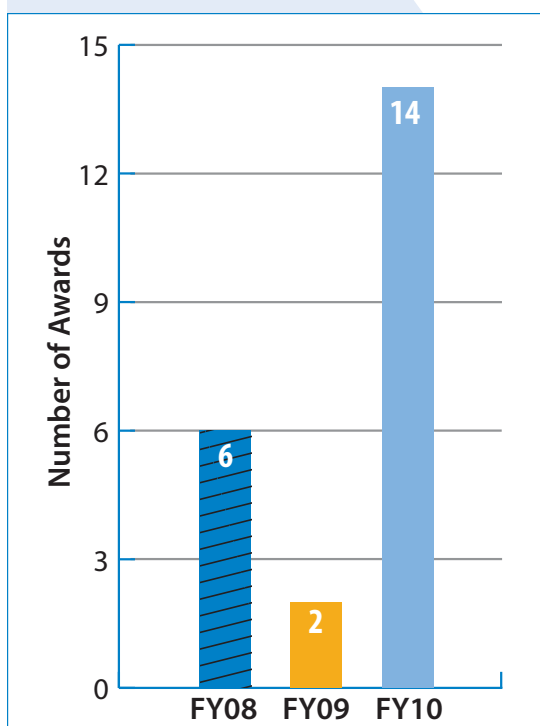
The above figures are based on purchase orders issued.



MONTGOMERY COUNTY'S LOCAL SMALL BUSINESS RESERVE PROGRAM

FY08–FY10 Comparative Program Measures

Characteristics of Reserved Awards to LSBRP Vendors, FY08–FY10



LSBRP-Reserved Solicitation Payments, FY08–FY10

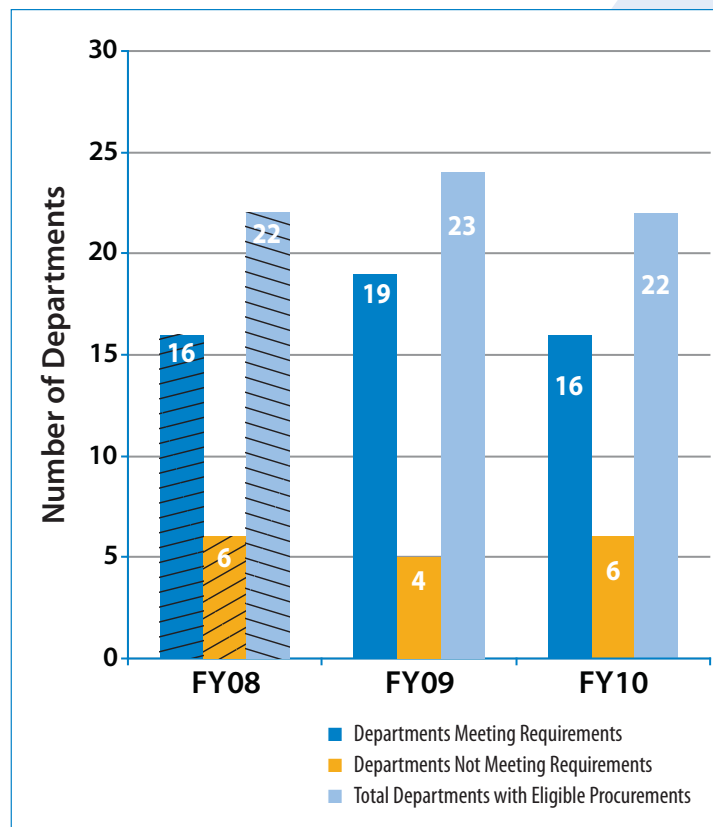
	FY08	FY09	FY10
Number of Vendors	8	11	21
Maximum Amount Received by Vendor	\$115,000	\$815,000	\$375,000
Minimum Amount Received by Vendor	\$3,000	\$8,870	\$9,000
Average Amount Received by Vendor	\$46,438	\$120,644	\$69,750
Median Amount Received by Vendor	\$18,409	\$25,000	\$38,626



MONTGOMERY COUNTY'S LOCAL SMALL BUSINESS RESERVE PROGRAM

FY08–FY10 Comparative Program Measures

Departmental Compliance with LSBRP Requirements, FY08–FY10



Departmental Compliance with LSBRP Requirements, FY08–FY10

	FY08	FY09	FY10
Departments meeting requirement	16	19	16
Departments not meeting requirement	6	4	6
Total departments with eligible procurements	22	23	22